

## Message Text

CONFIDENTIAL

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62

ACTION EB-11

INFO OCT-01 ARA-11 EUR-25 ADP-00 SSO-00 NSCE-00 CCO-00

INRE-00 CAB-09 CIAE-00 DODE-00 INR-09 NSAE-00 RSC-01

FAA-00 IO-12 XMB-07 SS-14 NSC-10 L-03 RSR-01 /114 W

----- 077565

O R 162235 Z MAR 73

FM AMEMBASSY BOGOTA

TO SECSTATE WASHDC 6567

INFO USDOC IMMEDIATE

AMCONGEN MONTREAL IMMEDIATE

AMCONSUL CALI

AMCONSUL MEDELLIN

C O N F I D E N T I A L BOGOTA 2141

E. O. 11652: N/A

TAGS: ETRN, CO

SUBJECT: AIRPORT EQUIPMENT TENDER

REF: BOGOTA 2140 BOGOTA 1910

DEPT PSE PASS IMMEDIATELY TO FAA/ EXIMBANK/ WHITE HOUSE FOR PETER  
M FLANIGAN

1. GEORGE THIERGARTNER, VICE PRES, NORTHROP- PAGE, CALLED ON ME  
THIS MORNING MARCH 16 TO DISCUSS IMMEDIATE SITUATION CREATED  
BY ICAO REPORT ANNOUNCED LAST NIGHT VINDICATING AIRCIVIL TECHNICIANS  
IN DISQUALIFYING N- P PROPOSAL ON TECHNICAL GROUNDS ( SEE SEPTTEL  
BOGOTA  
2140).

2. WE AGREED THAT THIS DISCOURAGING NEWS WAS ON FIRST ASSESSMENT  
SEVER BLOW TO N- P IN FRONT OF COLOMBIAN PUBLIC OPINION BUT THAT  
ACCORDING TO LETTER SENT EL TIEMPO BY PRESIDENTIAL SECRETARY  
RAFEAL NARANJO MAR 13, ICAO OPINION ON TECHNICAL MERITS IS ONLY  
FIRST STEP IN DECIDING FINAL ADJUDICATION OF AWARD ( SEE SEPTTEL).

3. THIERGARTNER FURTHER AGREED THERE SEEMED TO BE AT LEAST  
TWO OVERLAPPING COURSES WHICH COULD BE FOLLOWED: ( A) N- P  
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WILL STUDY ICAO REPORT AND REPORT OF CIVAIR TECHNICIANS AND COME UP WITH POSITIVE DEFENSE OF N- P PROPOSAL. IN EVENT THIS INITIAL COMMERCIAL DEFENSE SUCCEEDS SO THAT COMMERCIAL SITUATION IMPROVES, SECOND ALTERNATIVE ( B) WOULD BE UNNECESSARY. ( B) IF COMMERCIAL DEFENSE DOES NOT SUCCEED, USG AND N- P WOULD DECIDE WHETHER TO PROCEED WITHINTENSIVE, IN- DEPTH USG AND N- P EXECUTIVE POLICY CONFERENCE TO EVALUATE ALL ASPECTS OF THIS COORDINATED MARKET EFFORT, INCLUDING PERSONALITIES AND ADMINISTRATIVE PROCEDURES INVOLVED IN COLOMBIAN TECHNICAL EVALUATION AND ICAO DECISION. BASED ON FACTS UNCOVERED, FURTHER ACTION WOULD BE WEIGHED.

( COMMENT: THIERGARTNER BELIEVES HEAD OF ICAO TEAM FRANZETTI SUBJECT SUSPICION. WE IN TURN HAVE WARNED HIM THAT SUCH CHARGES EVEN IF CONFIRMED MUST BE HANDLED WITH GREAT CARE, PARTICULARLY AT THIS MOMENT.)

4. WHETHER WE MOVE TO ALTERNATIVE B OR NOT, WE AGREED THAT N- P MUST PROVIDE AN OBJECTIVE AND INFORMATIVE DEFENSE OF ITS POSITION REGARDLESS OF THE AWARD IN VIEW OF BARCO' S ESTIMATE OF ACTUAL COSTS WHICH SHOW N- P FAR ABOVE COMPETITION OF ACTUAL COSTS WHICH SHOW N- P FAR ABOVE COMPETITION ( SEE BOTOTA 2140, PARA TWO). THIERGARTNER STATES THESE ESTIMATES DELIBERATELY MISLEADING AND HAVE NO SOUND BASIS.  
SACCIO

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\*\*\* Current Handling Restrictions \*\*\* n/a

\*\*\* Current Classification \*\*\* CONFIDENTIAL

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**Decaption Date:** 01 JAN 1960  
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**Disposition Approved on Date:**  
**Disposition Authority:** smithrj  
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**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
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**TAGS:** ETRN, CO  
**To:** EB  
SECSTATE WASHDC INFO CALI  
MEDELLIN  
MONTREAL  
MULTIPLE  
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